

The Electronic Bulletin of the Minority Business Development Agency

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(L-R) Susan Ralston (Office of Strategic Initiatives), Eddy Badrina (MBDA: OLEIA), President Bush, and Chiling Tong (MBDA: OLEIA)

OUTREACH AMERICA

President Bush Signs Executive Order for Asian American and Pacific Islander Business Initiative; MBDA to Administer Program

*By Erik Wang
Office of Legislation, Education and Intergovernmental Affairs (OLEIA)*

On May 13, 2004, President George W. Bush signed Executive Order (EO) 13339, an Initiative to provide equal economic opportunities and full participation of Asian American and Pacific Islander (AAPI) businesses.

The EO houses the Office of the White House Initiative on AAPI at the Department of Commerce's Minority Business Development Agency and renews the President's Advisory Commission on AAPI (Commission) and the Interagency Working Group on Asian Americans and Pacific Islanders (IWG).

Comprised of 14 members representing the public and private sectors, the Commission has a long-standing history of involvement with the AAPI community. The Commission provides recommendations to the President on efforts that improve economic and community develop-

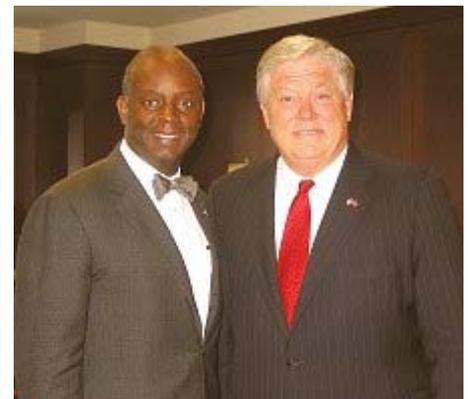
ment opportunities for Asian American and Pacific Islander businesses in the public and private sectors. It looks at ways to increase the diversification of this business community as well as ways to foster research and data collection on its levels of participation in the national economy.

The IWG will be comprised of 34 federal agencies chaired by an individual designated by the Secretary of Commerce. The IWG is responsible for developing and implementing government-wide policies to support economic opportunities for Asian American and Pacific Islander businesses. To accomplish this, each agency will submit an implementation plan that will address increasing participation in Federal programs through equal access; ensuring nondiscrimination in Federal contracting and procurement opportunities; providing equal opportunity for public and private sector partnerships; and fostering research and data collection about this business sector.
(Continued on page 2)

MBDA National Director Langston Takes the Case for Minority Business on the Road

*By Stephanie Childs
Acting Chief, OLEIA*

The Minority Business Development Agency's (MBDA) National Director recently traveled to Detroit, Michigan, Des Moines, Iowa,
(Continued on page 2)



National Director Langston and Governor Haley Barbour during visit to Mississippi.

President Bush Signs Executive Order for Asian American and Pacific Islander Business Initiative; MBDA to Administer

(Continued from page 1)

Immediately following the signing, the White House appointed Eddy Badrina as the Executive Director of the Commission. Before his appointment, Mr. Badrina was a Senior Associate at the Overseas Private Investment Corporation (OPIC), where he specialized in business development and economic growth preparing U.S. businesses to invest in foreign emerging markets. Also joining the Initiative's staff will be a Deputy Director who previously served in the office of the White House AAPI Initiative as the Commission Liaison.

The swearing in ceremony for the Commission will occur on July 19, 2004 in Washington, DC.

MBDA National Director Langston Takes the Case for Minority Business on the Road

(Continued from page 1)

Birmingham, Selma and Montgomery, Alabama, Jackson and Philadelphia, Mississippi, Little Rock, Arkansas, Columbia, South Carolina and Phoenix, Arizona.

While on the road, Langston met with the governors of the states of Mississippi, Alabama, and Arkansas and conducted town hall meetings with minority business owners in every location. "It is critical to get out of Washington and to listen to the concerns of business owners where they live," Langston said.



(L-R) Sylvester Smith, Arkansas Governor's Office, Odies Wilson, Chairman Arkansas Minority Business Roundtable, National Director Langston, Governor Mike Huckabee and Dallas National Enterprise Center Regional Director, John Iglehart, during meeting in Arkansas.

"The only way that the Agency can devise programs and initiatives that confront real-time problems is to go to the clients themselves." He also used the opportunity to thank the Agency's funded organizations, including the Minority Business Development Centers and Business Opportunity Committees, for their important work on behalf of minority businesses.

Key concerns that businesses of all sizes and from all parts of the country continue to raise include: high taxes, burdensome regulations, difficulty in gaining access to capital and the networks through which capital flows.

(Continued on page 3)



Governor Robert Riley and National Director Langston during visit to Alabama.



(L-R) J.D. Hayworth (R-AZ 5th), Harry Garewell, President and CEO, AZ Hispanic Chamber of Commerce, National Director Langston.

MBDA National Director Langston Takes the Case for Minority Business on the Road

(Continued from page 2)

MBDA is pursuing solutions to several of those issues and has recently completed work on a landmark report on minority business access to capital, which details specific recommendations to improve lending conditions for qualified businesses.

"As former business owners themselves, President Bush and Commerce Secretary Evans support the growth of Minority Business Enterprises (MBEs) and will lead the way to support less regulations, less taxes, and entrepreneurial growth. Encouraging small and minority business enterprises is a critical part of the President's economic growth plan," Langston said.



(L-R) Mayor Bernard Kincaid; Carole Smitheman, President Pro Tem, Birmingham City Council; National Director, Langston; Lee Loder, President, Birmingham City Council

The Administration clearly recognizes that with the shifting demographics in the United States, securing policies that ensure growth opportunities for MBEs is a critical part of this country's economic health in the decades to come.

More travel plans are ahead. Another major outreach mission to the southwest region is scheduled for early August. Check our website at www.mbda.gov, "Upcoming Events," for an event near you.

Small and Minority Owned Businesses Benefit from Bush Economic Strategy

By encouraging business investment and providing incentives for businesses to expand, President Bush has acted decisively in support of small and minority businesses to bring the nation back from recession to recovery. New jobs are growing and unemployment rates are dropping across the country. Nationwide, more than 1.1 million jobs have been added since August 2003, including manufacturing jobs, which have risen for three consecutive months. New home sales, new home construction starts and retail sales are steadily climbing. While there is still more work to do, the economy is growing and job rates are rising.

BUSINESS DEVELOPMENT NEWS

MBDA Authors Landmark Access to Capital Report

By Anita Cooke Wells Chief
Office of Business Development
(OBD)



The Minority Business Development Agency (MBDA) has released its report "Accelerating Job Creation and Economic Productivity: Expanding Financing Opportunities for Minority Businesses." The report stems from extensive discussions with minority firms, banks and other financial institutions, financial regulators and governmental organizations. A multi-faceted Steering Committee met regularly over a two-year period and brought together organizations throughout the federal government and private sector to objectively assess financing programs, which were making a difference for minority business owners. MBDA also hosted a Financing Roundtable and a Financing Summit to obtain comprehensive feedback and published the recommendations in the *Federal Register* to obtain public comment.

The report discusses successful financing programs for minority businesses and recommends strategies designed to increase the amount of capital available for minority entrepreneurs. It looks at the different types of firms within the minority business community, their unique needs and highlights recommendations to address them. The report also targets small lifestyle firms, stable firms with moderate but steady

growth that are likely candidates for debt financing, and rapidly growing firms seeking to access the private equity and venture capital markets.

MBDA is pleased with the outcome of the report and hopes that it will be helpful in educating both minority firms and policymakers of the successful programs that currently exist.

New Business Development Training Program Enhances MBDA Service Capacity; All 2004 Grants Are Awarded

By E-Reporter Staff

In keeping with Minority Business Development Agency's (MBDA) effort to continuously improve its ability to serve minority businesses, the Agency launched a series of training programs designed to help its funded organizations -- minority business development centers (MBDCs) and minority business opportunity committees (MBOCs) -- to provide a wider range of business consulting services and more sophisticated management and technical assistance services. Working in connection with Dartmouth College's Tuck School of Business, MBDA conducted in-depth training for all grantees at sites around the country over the past few months.

"As the only federal agency specifically created to foster the growth and development of minority business, we want to equip our MBDCs with the ability to offer the finest management and consulting services in the country. National population demographics indicate that in order for the country's economy to fully prosper in the 21st century, we must have robust growth in the minority business sector. This means that we must encourage established businesses to think and act strategically and to plan for aggressive

growth," said Efrain Gonzalez, MBDA's head of the business development center program and chief architect of the new training module.

MBDA also completed awarding MBDC and MBOC grants for its 2004 funding cycle. Visit www.mbda.gov for more information about the service locations across the country.

New MBDA Technology Partnership Aims to Restructure Youth Programs

By Carlos Guzman
Business Development Specialist,
OBD

The Minority Business Development Agency and the National Technology Transfer Center at the Jesuit University in Wheeling, West Virginia have united to help minority businesses take advantage of technologies that can foster a business's growth. The partnership will also restructure current programs directed at young entrepreneurs by providing a greater emphasis on new technologies. A two-week summer institute will be established that will focus on entrepreneurial and technology management education for upper-level college students. Participants will learn the fundamentals of entrepreneurship, technology management and the principles of leadership and self-management. They will also receive valuable insight from prominent guest speakers representing major corporations and government agencies from across the country. For more information about the program, contact Carlos Guzman at 202-482-3064 or cguzman@mbda.gov.

REGIONAL HIGHLIGHTS

Straight Talk: Newly-Hired Chicago National Enterprise Center Director Eric Dobyne Shares His Perspective on Minority Business

*By Al Whitaker
Business Development Specialist,
Chicago National Enterprise Center
(CNEC)*

Minority Business Development Agency's (MBDA) Chicago National Enterprise Center (CNEC) has a new leader. Mr. Eric Dobyne, a Harvard Business School graduate, former Naval Officer and native of Detroit, seeks to establish MBDA as the foremost authority on minority business in the Midwest. His business plan focuses on implementing a strategic growth plan that provides consulting and brokering services to minority businesses in high-growth industries to create a greater impact on the minority community in terms of job creation and retention.

The CNEC Director says that gaining access to capital and to major procurement opportunities in the public and private sectors continues to be a problem for minority businesses. "Although MBDA uses its network of business development centers and business opportunity committees as vehicles to assist minority business to tap opportunities, we know that we have a lot more work to do to open doors and address the barriers that stand in the way of minority business success," says Dobyne.

Dobyne wants to see more equity capital available to minority businesses, including investments from venture capital firms and angel investors. Venture capital firms have not been traditionally open to minority businesses, nor have many mi-

nority firms fully understood how venture capital firms work. Dobyne believes that both sides require increased education and awareness about each other. MBDA wants to establish a network of venture capital firms that understand that minority businesses are a good place to invest their dollars.

Dobyne plans to increase the CNEC's staff and resources to accommodate the increase in funded organizations in the Midwest region, which includes Detroit, Northwest Indiana, Ohio, Minnesota, Wisconsin and Chicago. This effort reflects National Director Langston's commitment to strengthening the Agency's presence in the region.

MBDA and the Greater Dallas Hispanic Chamber of Commerce (GDHCC) Sign Historic Memorandum of Understanding (MOU)

*By Raymond Cervantes
Business Development, Dallas National Enterprise Center (DNEC)*

The Dallas Business Development Breakfast was the site of a historic signing of an MOU between the U.S. Department of Commerce's Minority Business Development Agency (USDoC/MBDA) and the Greater Dallas Hispanic Chamber of Commerce (GDHCC).

The MOU will bring additional resources and services to minority businesses in the Dallas/Ft. Worth Metroplex.

Under the MOU, the GDHCC and MBDA's Dallas National Enterprise Center (DNEC) will partner to co-sponsor the Dallas Minority Business Development Breakfast. The Breakfast provides a forum for minority business entrepreneurs to interact with

public and private resources. The DNEC will conduct workshops, seminars and provide technical assistance programs for Chamber members. The DNEC will also serve as a conduit for GDHCC members to access business assistance services through the MBDA network. The GDHCC will provide a listing of its members for MBDA's Phoenix-Opportunity system, an electronic bid-matching system, to match Hispanic members with contract opportunities.

The GDHCC will serve as a business resource, a forum and advocate for minority business issues and a united voice for the minority business community.

"MBDA, whose mission is to empower minority business enterprises and create wealth in minority communities, has many resources available to the minority business community, such as statistical data on minority businesses, capital information, electronic tools for market studies, loan applications, resource location for specific geographic areas and a procurement matching system", said Mr. John F. Iglehart, Regional Director, DNEC.

Mr. Iglehart believes that the agreement will increase the number of business opportunities for MBEs in the Dallas/Ft. Worth Metroplex. Mr. Arturo Violante, President, Greater Dallas Hispanic Chamber of Commerce also believes it is a good partnership and is excited about the prospects of working with MBDA to better assist MBEs.

(Continued on page 6)

MBDA and the Greater Dallas Hispanic Chamber of Commerce (GDHCC) Sign Historic Memorandum of Understanding (MOU):
(Continued from page 5)

The DNEC started the breakfast 12 years ago to foster opportunities for minority businesses. Since then, approximately 7,000 MBEs have attended and received assistance in their business ventures. For more information about the Breakfast contact Rosie Aguilar at 214.521.6007 or Aguilar@gdhcc.com.



Dallas National Enterprise Center Regional Director, John Iglehart, signs MOU with the GDHCC.

INSIDE MBDA

The BOTTOM Line

By Jerry Miller, Mary Choi, Melda Cabrera, Office of Performance Planning and Evaluation

The mid-year numbers indicate another successful year for the Minority Business Development Agency (MBDA). See table below. Based on a draft report for mid-year FY

2004, the Agency was at 59% of its annual goal for transaction dollars; a 90% increase over the same period for mid-year FY 2003. Similarly, the Agency is at 94% of its client goal and 70% of its strategic partnerships.

It has been said that statistics can be used in many ways to justify a point, which brings us to our bottom line for this

quarter. What is our Integrity Quotient?

MBDA's programs have been under strict review since 2001 with the advent of the President's Management Agenda and a standardized process – the Program Assessment Rating Tool (PART) introduced by OMB.

(Continued on page 7)

MBDA Mid-Year FY 2004 Performance (October 1, 2003 – March 31, 2004)

Key Performance Measures	FY 2004 National Targets	BDC Reported Accomplishments (with % Total Transactions \$ Verified)	MBOC Reported Accomplishments (with % Total Transactions \$ Verified)	Headquarters Reported Accomplishments	MBDA Staff and Special Projects Reported	FY 2004 Mid-Year Totals (% FY Goal)	FY 2003 Mid-Year Totals	FY 2004 Percent Progress to FY 2003
Dollar Value of Contracts	\$800 Million	\$227.0 Million	\$247.4 Million	\$12.0 Million	\$3.2 Million	\$489.6 Million (61%)	\$232.3 Million	+ 111%
Number of Contracts	3,200	399	552	1	1	953 (30%)	2,018	- 53%
Dollar Value of Financial Packages	\$400 Million	\$140.5 Million	\$71.7 Million	0	\$2.4 Million	\$214.6 Million (54%)	\$138.8 Million	+ 55%
Number of Financial Packages	550	199	140	0	3	342 (62%)	239	+ 43%
Total Transaction Dollars	\$1.2 Billion	\$367.5 Million (13%)	\$319.1 Million (13%)	\$12.0 Million	\$5.6 Million	\$704.2 Million (59%)	\$371.1 Million	+ 90%
Number of Clients	25,000	3,417	479 (Beneficiaries)	19,703 firms	4	23,603 (94%)	4,034	+ 485%
National and Regional Strategic Partnerships	150	14 (New)	89 (New)	2	0	105 (70%)	12	+ 775%
Employee training Hours	5,500	N/A	N/A	2,368 (est.)	N/A	2,368 (43%)	4,835	- 51%

The BOTTOM Line

(Continued from page 6)

This tool includes a four part questionnaire for agency self-evaluation. When the Minority Business Development Center (MBDC) program was initially PARTed, there were over 45 centers with numerous performance measures, including some that did not show results or outcomes; which resulted in data verification processes that were inconsistent.

As expected, the MBDC program did not receive a passing score. In an effort to remedy the situation, MBDA has instituted changes in the last two years. The Minority Business Opportunity Committee (MBOC) program has been revised to require unified performance measures. A new source verification process has been introduced and implemented by the Agency's management. An Agency major reorganization and creation of new enterprise units has occurred. MBDA also underwent an American Customer Satisfaction Survey and obtained an Index rating that provides a new 2005 goal. A Strategic Growth Policy was introduced and is currently a central focus of the new MBDC program that began last January. National Director, Ronald N. Langston, stated that, "We must create a management culture that is more entrepreneurial and responsive to the needs of our clients. We must be resourceful and innovative in performing our jobs, we must become risk takers and assume ownership for our work, and we must identify and document our results."

MBDA Holds 35th Annual National Conference

By Venice Harris
 Office of Administration and Financial Management (OAFM),
 Toni Duckett
 Office of Human Resources (OHR),
 and Martha E. Burton, OLEIA

The Minority Business Development Agency recently held its 35th Annual National Conference in San Diego, California. This year's Conference theme, "MBDA, Going for the Goal," emphasized the Agency's and its network of funding organization's collective determination to meet MBDA's performance goals. "This year's Conference focused on enhancing the collaboration between MBDA and its funded organizations in an effort to create wealth in the minority community," said National Director Ronald N. Langston. "This Conference was a giant step towards MBDA's complete transformation to becoming an entrepreneurial organization," said Edith McCloud, Associate Director for Management. "It was especially pleasing to note the cohesiveness, pride and camaraderie displayed by

the MBDA family. The opening sessions conducted by Ronald Langston were the best that I have ever witnessed at any Conference," said Ray Perry, President of *Skill Track, Inc.*

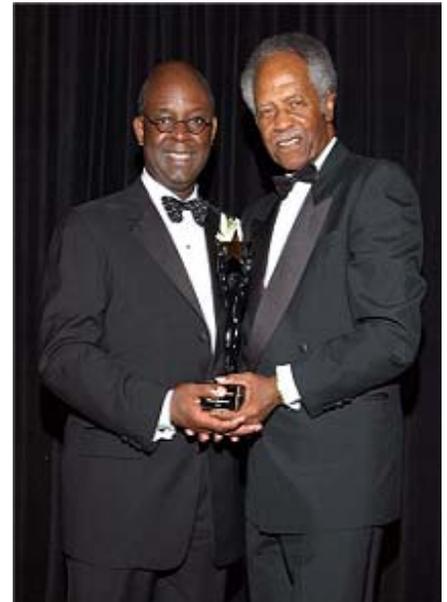
Guest speakers during Conference activities included:

- × Joseph P. Allen, Robert C. Byrd: National Technology Transfer Center
- × William Fisher: Performance Based Solutions, Inc.
- × Dr. Leonard Greenhalgh: Tuck School of Business, Dartmouth College
- × Scott Hilton-Clarke: Confida FL, Inc.
- × Dr. Kathleen McGahran: Tuck School of Business, Dartmouth College (Adjunct)
- × Ray Perry: Skill Track, Inc.
- × A. Jonathan Speed: Ernest & Young, LLP
- × Isaac J. Vaughn: Wilson, Sonsini, Goodrich & Rosati
- × Ed Velasquez: National Contract Management Association

Each year the Agency recognizes outstanding performances by its headquarters and regional human resources and

its network of funded organizations. Congratulations to this year's award winners!

National Director's Award
 Robert Henderson, Regional Director, Atlanta National Enterprise Center (NEC)
 (Continued on page 8)



National Director, Ronald N. Langston and Atlanta NEC Director, Robert Henderson

MBDA Holds 35th Annual National Conference

(Continued from page 7)

MBDA Special Operating Unit Awards

Innovation and Efficiency Award

Angel Colón, Deputy Chief Information Officer, National Headquarters

Access to Market and Capital Award

Maria Acosta, Business Development Specialist, San Francisco NEC

Regional Director Award

Joshua Gubitz, Business Development Specialist, New York NEC

Customer Service Award

Elizabeth Ramirez, Office Automation Assistant, Dallas National Enterprise Center

Team Program Award

Atlanta NEC Team:
Rodney Baker, Sunny Guider, Robyn Hamilton, Joann Hill, Cheryl May-Holmes, Fred Williams, Letitia Woods

MBDA Special Funded Project Recognition

Outstanding Innovation (2)

Atlanta NEC

Birmingham Minority Business Opportunity Committee

Chicago NEC

Chicago Minority Business Opportunity Committee

Outstanding Leadership and Advocacy

New York, NEC

Queens/Nassau/Suffolk Minority Business Development Center

Outstanding Leadership and Innovation

Dallas, NEC

Oklahoma Statewide Native American Business Development Center

Outstanding Leadership & Pilot Program Performance

Dallas, NEC

Arkansas Minority Business Development Roundtable

Outstanding Performance Exceeding Program Cycle Requirements

Dallas, NEC

Houston Minority Business Development Center, Dallas NEC

Outstanding Program Performance (2)

Atlanta NEC

Puerto Rico Minority Business Opportunity Committee

Chicago NEC

Northwest Indiana Minority Business Opportunity Committee

Outstanding Exporting Initiative

San Francisco NEC

Inland Empire Minority Business Development Center

Outstanding First Year Performance

***New York, NEC**

National Capital Minority Business Operating Committee

**During National Minority Enterprise Development (MED) Week 2004, special recognition will be given to the National Capital Minority Business Operating Committee for their outstanding first-year performance.*

Special Recognition Awards

Michael Barber
Melda Cabrera
Mary Choi
Clara Colbert
Pecola Davis
Meena Elliott
Albert Eskenazi
Kate Feldman
Rita Gonzales
Efrain Gonzalez
Venice Harris

Special Recognition Awards cont'd.

Barbara Justice
Jerry Miller
Deborah Nedab
Raul Quiros
Cassandra Smith
Angela Washington

Service Year Awards

10 Years

Letitia Woods

15 Years

Kieth Flores

20 Years

Arlene Hughes-Carpenter

25 Years

Raymond Cervantes
Maxine Graham
Alfonso Jackson
Geraldine Marshall
Raul Quiros
Wilma Robinson

30 Years

Geraldine Carter
Bernice Lane

35 Years

Barbara Justice
Levi Pace

**MBDA,
Going
for
the
Goal**

Visit the 35th Annual
National Conference
Photo Gallery at
<http://www.mbda.gov!!>

MBDA Welcomes New Employees

By Toni Duckett and
Michael Barber (OHR)



Ron Marin, Financial Management Officer, Office of Administration and Financial Management

Ronald Marin joins MBDA as its new Financial Management Officer. Mr. Marin's goal is to improve administrative services and functional processes and controls with a focus on customer service for end users at MBDA. "There are more challenges when advocating for a small agency within a large Department. I want to ensure financial controls for MBDA and institute new automated systems for web-based travel, time and attendance, as well as other automated systems for obligating documents for the Agency," said Marin. Before joining the MBDA family, he was Chief of the Systems and Policy Division at the Commerce Department, where he applied the Government Performance and Results Act policy. He has also held positions at the National Weather Service, and the U.S. Department of the Treasury. Mr. Marin's holds an MPA from Syracuse University and a BA from the University of Texas.

Nicole Faeth, Executive Assistant to the National Director

Ms. Faeth is a recent graduate of the University of California at Santa Barbara, completing a double major in International Relations and Latin American Studies. Prior to coming to MBDA, Ms. Faeth interned at the White House, State Department, the Office of the U. S. Trade Representative, and the World Bank.

Paul Smith, Business Development Specialist, San Francisco National Enterprise Center, Los Angeles Regional Enterprise Center

Mr. Smith has extensive experience in the international trade arena. His specialty lies in marketing in the domestic and international markets in the medical, biotech, information technology, telecommunications, aerospace, electronic, consumer and finance industries. His skills also encompass strategic planning, project implementation and financial analysis. Mr. Smith's work experience includes a position with the Department's International Trade Administration. He also served as Vice-Consul for Trade with the British Consulate and has worked with the Export Assistance Centers in New York and Los Angeles emphasizing minority entrepreneur development. Mr. Smith holds a Masters degree from Xavier University.

Dr. Sean Subas, Business Development Specialist in the San Francisco National Enterprise Center

Dr. Subas has extensive experience in the Equity Capital field. He was involved with business development in Silicon Valley and has worked with venture capital groups, commercial investment banks and trade associations. He is a former member of The Indus Entrepreneur (TIE), an organization promoting the matching of funding

sources with minority entrepreneurs. Before joining the MBDA family, Dr. Subas was with the Edwards Air Force Base focusing on information technology, research and re-engineering matters. Dr. Subas taught physics at the University of Science in Kuala Lumpur, Malaysia and owns an information technology firm. A Fulbright Scholar, Dr. Subas holds a PhD from Purdue University. He also holds a Masters degree from the University of California at Berkeley.

Tania White, Budget Analyst, Office of Administration and Financial Management

Ms. White has an extensive financial background. Her work experience includes various positions within the Department of Commerce -- the Offices of the Secretary, Inspector General, and the Economic Development Administration. Ms. White was a Staff Auditor with Cotton & Company and KPMG Peat Marwick. She holds an MBA in Business Administration and a BS in Accounting and Management from Averett College.

MBDA Says Farewell

By Martha E. Burton, OLEIA

Retiring employees from MBDA's National Headquarters and Regional Offices were applauded by the Commerce Secretary and the MBDA's National Director, Ronald Langston, for their distinguished careers and dedication to public service.

Congratulations and best wishes to:

- ... Juanita Berry, Office of Business Development, MBDA National Headquarters - 37 years
- ... Glenn Clark, Office of Financial Management, MBDA National Headquarters- 38 years
- ... Barbara Curry, Office of Business Development, MBDA National Headquarters - 39 years
- ... Mary Grainger, New York National Enterprise Center – 39 years
- ... Jean Miller, Office of Financial Management, MBDA National Headquarters - 37 years
- ... Linda Richardson, Office of Legislation, Education, and Intergovernmental Affairs, MBDA National Headquarters– 31 years
- ... Rodolfo Suarez, Miami Regional Enterprise Center – 33 years

MBDA Gears Up For 22ND Annual National Minority Enterprise Development Week

*By Martha E. Burton, OLEIA
 Venice Harris, OAFM
 Edna Robinson, OAFM*



National Minority Enterprise Development (MED) Week Conference -- the largest federally sponsored activity held on behalf of minority business development will be held from September 6-10, 2004, at the Omni

Shoreham Hotel in Washington, D.C. This year's Conference theme, *"Forward to the Future, Minority Business Enterprise: The National Priority,"* highlights the keys to entrepreneurial growth and access to success. Conference activities feature business opportunities and issues affecting the growth and development of the minority business community.

During past National MED Week Conferences, high-level Administration representatives and other public and private sector officials and representatives have participated.

National MED Week is sponsored by MBDA, in collaboration with the U.S. Small Business Administration's Office of Government Contracting and Minority Enterprise Development and other public and private sector partners. Contact the National MED Week Office at (202) 482-7950 and visit www.medweek.gov for more details!!!

Further Enhancements on MBDA's Website

*By Angel Colón and Chuck Harrison
 Office of Information Technology, Research and Innovation (OITRI)*

MBDA continues to enhance its website with customized features such as **"My MBDA"** and improved navigation.

"My MBDA" is a personalized version of the MBDA website where one can customize their view of the website components.

The **"My MBDA"** link is located at the top-right corner of the MBDA website. You must be logged in to utilize this feature.

Also, the website has changed to comply with the Rehabilitation Act Section § 508 (1973) (as amended at 29 U.S.C. 794d (1992)), which mandates that government websites be accessible to persons with disabilities.

Website Statistics

The website statistics improved for the month of June 2004. Notably, the number of visits increased by 17.2%, up from May 2004. Additionally, the number of successful hits for the entire site climbed to 17.9% compared to May 2004 (See Table 1.1).

Visit the MBDA website <http://www.mbda.gov> for customization updates. Commentaries or questions should be addressed to suggestions@mbda.gov.

Visit Summary	Apr 2004	May 2004	Jun 2004
Visits	73,593	73,269	85,881
Average per Day	2,456	2,442	2,862
Average Visit Length	00:19:06	00:17:53	00:18:16
Median Visit Length	00:05:30	00:05:23	00:05:45
Unique Visitors	33,091	24,669	27,520
Visitors Who Visited Once	25,397	19,843	21,586
Visitors Who Visited More Than Once	7,694	4,826	5,934
Average Visits per Visitor	2.22	2.97	3.12
Hit Summary	Apr 2004	May 2004	Jun 2004
Successful Hits for Entire Site	2,455,611	2,391,319	2,818,677
Average Hits per Day	81,853	79,710	93,955

Table 1.1: Website statistics for the MBDA website for the 3rd quarter



Save the Date!

**National Minority Enterprise
Development (MED) Week
2004 Conference**

“Forward to the Future:

Minority Business Enterprise — The National Priority”

Sponsored by the U.S. Department of Commerce’s Minority Business Development Agency, in collaboration with the U.S. Small Business Administration and their respective public and private sector partners.

September 6 – 10, 2004

**Omni Shoreham Hotel
Washington, D.C.**

KEY HIGHLIGHTS OF NATIONAL MED WEEK 2004 INCLUDE:

- WHITE HOUSE BREAKFAST SERIES
- NETWORKING RECEPTIONS
- INFORMATION VENUES & WORKSHOPS
- INFORMATIVE LUNCHEONS
- EMERGING BUSINESS LEADERS SUMMIT
- AWARD CEREMONIES
- BUSINESS EXPO
- AND MUCH MORE!

Be sure to register early!

Conference Registration: 1-877-MED Week (1-877-633-9335)

Website: www.medweek.gov

Hotel Reservations: 1-800-The Omni (1-800-843-6664)

**NATIONAL ENTERPRISE
CENTER MED WEEK
SCHEDULES**

In addition to the National MED Week Conference, the five Enterprise Centers hold regional MED Week Conferences. Visit www.medweek.gov for more details.

Atlanta

August 15-21, 2004
(404) 730-3300

Chicago

August 25-27, 2004
(312) 353-0182

Dallas

August 12-13, 2004
(214) 767-8001

New York

August 12, 2004
(212) 234-3262

San Francisco

August 13, 2004
(415) 744-3001

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